



# COUNTY OF LOS ANGELES

## Internal Services Department

1100 North Eastern Avenue  
Los Angeles, California 90063



Dave Lambertson  
Director

*To enrich lives through effective and caring service.*

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August 31, 2006

**Agenda Date: September 12, 2006**

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, CA 90012

Dear Supervisors:

### **REQUEST FOR APPROVAL OF PAY PHONE SERVICES CONTRACT (ALL DISTRICTS - 3 VOTES)**

#### **IT IS RECOMMENDED THAT YOUR BOARD:**

1. Approve and instruct the Mayor of the Board to sign the attached Contract with Nami Communications, Inc. to provide pay phone services effective upon execution, for a term of two (2) years, with three (3) one-year extensions and six (6) month-to-month extensions.
2. Delegate authority to the Director of the Internal Services Department (ISD), or his designee, to exercise the extensions and execute amendments to the Contract, including if the original contracting entity has merged, been purchased or otherwise changed.

#### **PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION**

ISD currently manages a contract with a private firm to provide pay phone services at a wide range of County facilities including County parks and beaches. The services include phone maintenance as well as coin collection activities. The current contract expires October 9, 2006. The recommended action is to award a new Contract for pay phone services to ensure a continuation of services to the public and County employees.

### **Implementation of Strategic Plan Goals**

The award of this Contract supports the County's Strategic Plan Goals No. 6 and No. 8 for Community Service and Public Safety respectively by effectively providing communication services to County constituents and Strategic Plan Goal No. 4, Fiscal Responsibility by providing County departments an opportunity to generate revenue.

### **FISCAL IMPACT/FINANCING**

There are two basic types of pay phone lines serviced under the contract:

- Convenience Lines: These phones are used occasionally and offered as a convenience to the public at County buildings. The contractor charges the County a set monthly fee to keep the phones operational. There is no revenue generated from the phone.
- Commission Lines: These are phones located at County buildings that the public pays to use. These phones typically have a higher volume of usage and generate income for the County.

As I advised your Board in a memo dated February 8, 2006, there have been significant changes in the pay phone industry, primarily due to the proliferation of cellular telephones as well as the increased costs to maintain pay phones. As a result, the number of pay phones has been declining and there has been a decrease in the revenues generated by pay phones on both a local and national basis. While the need persists for pay phone services at County facilities, it is anticipated that cost to maintain pay phone services will continue to rise.

Total expenditures under the recommended Contract will vary depending on the number of commission lines and convenience lines. Under the proposed Contract, the County will:

- Receive 21% of the revenue for those commission pay phone lines producing revenue of \$100 or more each month. Based on historical revenue data, annual revenue is estimated to be \$144,000. There is no commission for phones generating less than \$100 per month. Revenue associated with pay phones has been included in the Fiscal Year 2006-07 Telephone Utilities Budget.
- Pay a fee of \$80 per month for each convenience phone line to cover line usage, phone repairs and cleaning. The total fees based on the current inventory is



projected to be \$357,000 annually. The monthly fees are billed to the departments with pay phones at their facilities.

Therefore, the Net County outlay is projected to be \$213,000 in the first year of the Contract (i.e., \$357,000 in expenses for maintenance of the convenience lines less \$144,000 in revenue from the commission lines).

### **FACTS AND PROVISIONS/LEGAL REQUIREMENTS**

The terms and conditions of the attached Contract have been approved as to form by County Counsel. The Contract contains all of the Board's required contract provisions, including those pertaining to consideration of qualified County employees targeted for layoff as well as GAIN/GROW participants for employment openings, and compliance with the Jury Service Ordinance, Safely Surrendered Baby Law and Child Support Program. The Contract does not allow for a cost of living adjustment (COLA).

This is not a Proposition A Contract and, therefore, not subject to the Living Wage Program (County Code Chapter 2.201). It has been determined that the services under this Contract do not impact Board Policy No. 5.030, "Low Cost Labor Resource Program", because of the specialized nature of the work.

### **CONTRACTING PROCESS**

On July 6, 2006, ISD released a Invitation for Bids (IFB) for pay phone services and posted the solicitation and contracting opportunity announcement on the County's "Doing Business with Us" web site (Attachment 1). Notice of the IFB was also sent by electronic mail to 55 vendors (Attachment 2).

Three bids were received by the August 2, 2006 submission deadline. Two bids were determined to be non-responsive to the IFB and therefore disqualified.

- One bid was deemed non-responsive because the vendor would only provide service for a portion of the existing inventory and only offered a contract term of one year
- One bid was non-responsive because the vendor did not submit a price plan consistent with and required by the bid instructions.

The bid from Nami Communications, Inc. met the minimum requirements and was determined to be a responsive and responsible bid. The two non-responsive bidders

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were notified on August 10, 2006 regarding their bid disqualification. The protest deadline of August 24, 2006 has passed and no protests were received.

Nami Communications, Inc is a small, woman-owned business. A summary of the Community Business Enterprise (CBE) information provided by the recommended firm is attached (Attachment 3). However, the recommended contractor was selected without regard to gender, race, creed, color, or national origin.

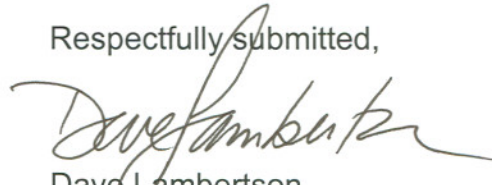
**IMPACT ON CURRENT SERVICES (OR PROJECTS)**

Approval of the recommendation will ensure that the public and County employees continue to have access to pay phone services at County facilities.

**CONCLUSION**

Following approval and execution of the Contract, please return two (2) executed originals of the Contract to the department.

Respectfully submitted,



Dave Lambertson  
Director

DL:DP:dp  
Attachments (4)

c: Chief Administrative Officer  
Executive Officer, Board of Supervisors  
County Counsel

## ATTACHMENT 1

### PAY PHONE SERVICES

#### Bid Information

**Bid Number :** 103860RL  
**Bid Title :** Pay Phone Services IFB  
**Bid Type :** Service  
**Department :** Internal Services Department  
**Commodity :** TELEPHONE DIALING AND ANSWERING APPARATUS  
**Open Date :** 7/6/2006  
**Closing Date :** 8/2/2006 3:00 PM  
**Notice of Intent to Award :** [View Detail](#)  
**Bid Amount :** \$ 00,000  
**Bid Download :** [Available](#)  
**Bid Description :** The County of Los Angeles, Internal Services Department (ISD) is issuing this Invitation for Bids (IFB) to solicit bids from qualified vendors who can provide Pay Phone Services at County locations throughout Los Angeles County.  
**Contact Name :** Roger Long  
**Contact Phone# :** (562) 940-3099  
**Contact Email :** [rlong@isd.co.la.ca.us](mailto:rlong@isd.co.la.ca.us)  
**Last Changed On :** 8/16/2006 1:32:00 PM

[Back to Last Window](#)

[Back to Award Main](#)



## ATTACHMENT 2

# **PAY PHONE SERVICES EMAIL NOTIFICATION LIST**

Sub-Class #	Description
725-53	TELEPHONE DIALING AND ANSWERING APPARATUS

Vendor ID	Company Name	Phone	LSBE Certified
<a href="#">11212801</a>	1 NATION TECHNOLOGY 4027 TAMPA RD., STE. 3000, , OLDSMAR, FL, 73215-3215	(813) 855-8850 Ext:6855	
<a href="#">10155701</a>	ACCESS NETWORKING SOLUTIONS 1228 E. MAIN ST., , ALHAMBRA, CA, 14113-4113	(626) 576-7477 Ext:200	
<a href="#">10881901</a>	ADVANCED COMMUNICATIONS INC.(ACI) 3909 SEPULVEDA BLVD., , CULVER CITY, CA, 04607-4607	(310) 397-7950 Ext:210	
<a href="#">10075001</a>	ADVANCED MARKETINGTELECOMMUNICATIONS 5933 SEA LION PL., STE. 107, , CARLSBAD, CA, 86625-6625	(760) 918-8755 Ext:16	
<a href="#">05692001</a>	AMERICAN BUSINESS NETWORK, INC 4701 WRIGHTSVILLE AVE., BLDG. 3, , WILMINGTON, NC, 36911-6911	(910) 452-1150	
<a href="#">11760101</a>	AT&T PO BOX 78114, , PHOENIX, AZ, 28114-8114	(323) 729-6375	
<a href="#">10242003</a>	AVAYA, INC. 245 S. LOS ROBLES AVE., STE. 400, , PASADENA, CA, 12820-2820	(626) 304-5373	
<a href="#">10157001</a>	BLUE CHIP TELECOM 379 OYSTER POINT BLVD., STE. 10, , SOUTH SAN FRANCISCO, CA, 01961-1961	(650) 588-2400 Ext:241	
<a href="#">51169601</a>	C&S PRODUCTS, INC. 1411 N. BATAVIA ST., STE. 114, , ORANGE, CA, 73526-3526	(714) 288-2660	
<a href="#">52924701</a>	CALL ONE, INC 8810 ASTRONAUT BLVD., , CAPE CANAVERAL, FL, 04239-4239	(321) 783-2400 Ext:125	
<a href="#">12165601</a>	CAPTURE TECHNOLOGIES, INC. 3575 ALAMEDA AVE., , OAKLAND, CA, 13326-3326	(510) 534-5050 Ext:150	
<a href="#">10253201</a>	CENTRAL ASSET SOLUTIONS 2912 S. DOUGLAS BLVD., STE. B, , MIDWEST CITY, OK, 07179-7179	(405) 736-9333 Ext:22	
<a href="#">12291701</a>	CENTURION, INC. 2825 SOUTH MOORLAND ROAD, , NEW BERLIN, WI, 13743-3743	(402) 423-6966	
<a href="#">05642701</a>	CISCO SYSTEMS 11111 SANTA MONICA BLVD., STE. 400, , LOS ANGELES, CA, 53333-3333	(562) 961-2009	
<a href="#">10633901</a>	CUSTOM PHONES, INC. 638 VIRGINIA AVE., , INDIANAPOLIS, IN, 31756-1756	(317) 638-6385	
<a href="#">10379901</a>	DATAFONE GROUP INC 1212 S. 5TH AVE., , MONROVIA, CA, 63853-3853	(626) 447-5806 Ext:103	
<a href="#">12021401</a>	DEFINITIVE D & V, INC. 3500 COUNTY ROAD 39 NW., , MAPLE LAKE, MN, 83019-3019	(320) 963-4201	
<a href="#">52267401</a>	DELTA COMMUNICATIONS GROUP 27126B PASEO ESPADA SUITE 701, , SAN JUAN CAPISTRANO, CA, 92675	(949) 276-7808	
<a href="#">10687101</a>	DESKTOP PRODUCTS, INC.ATTN: DAVID SLOVES 1316 63RD ST., , EMERYVILLE, CA, 82104-2104	(510) 597-4000 Ext:153	
<a href="#">10213901</a>	ELECTRONICS SPECIALTIES 10008 NATIONAL BLVD., # 179, , LOS ANGELES, CA, 43809-3809	(509) 267-1477	
<a href="#">13299201</a>	EXECUTONE INTER-TEL BUSINESSINFORMATION SYSTEMS, INC INFORMATION SYSTEMS, INC, 4310 COTTON CENTER BLVD., BLDG A, SUITE 100, PHOENIX, AZ, 85040	(602) 231-5159	

## ATTACHMENT 2

### PAY PHONE SERVICES EMAIL NOTIFICATION LIST

<a href="#">13328901</a>	GEMINI COMPUTERS, INC. 166-08 UNION TURNPIKE, , FLUSHING, NY, 11366	(718) 969-6666	
<a href="#">11098901</a>	GKS, INC. DBAON-LINE COMMUNICATIONS 545 COLLEGE COMMERCE WAY., , UPLAND, CA, 64377-4377	(909) 579-6000 Ext:5192	
<a href="#">10814501</a>	GLOBUS, INC 4005 VERDUGO RD., , LOS ANGELES, CA, 53726-3726	(323) 257-8300 Ext:104	
<a href="#">13102001</a>	GOLDEN STATE PHONE AND WIRELES 705 HIGUERA ST., , SAN LUIS OBISPO, CA, 93401	(805) 545-5400 Ext:114	
<a href="#">10411501</a>	GRIFFIN CONSOLIDATED SERVICES 3927 W. JEFFERSON BLVD., , LOS ANGELES, CA, 64211-4211	(323) 761-6432	
<a href="#">11716901</a>	H&F COMMUNICATIONS INC. PO BOX 2459, , MONROE, NY, 97459-7459	(845) 492-2000 Ext:24	
<a href="#">50056302</a>	HELLO DIRECT 7500 NORTHEASTERN BLVD, , NASHUA, NH, 03352	(408) 972-1990 Ext:0000	
<a href="#">50056301</a>	HELLO DIRECT INC 75 NORTHEASTERN BLVD., , NASHUA, NH, 23128-3128	(888) 208-0102 Ext:2211	
<a href="#">11978201</a>	INMATE CALLING SOLUTIONS, LLC 5883 RUE FERRARI, , SAN JOSE, CA, 81857-1857	(800) 661-3845	
<a href="#">11296701</a>	INTEGRATED VOICE RESOURCES PO BOX 445, , HILLSBORO, OR, 30445-0445	(503) 615-8400	
<a href="#">05207701</a>	INTER-TEL 3078 MONTVIEW WAY., , SACRAMENTO, CA, 31161-1161	(916) 563-7771	
<a href="#">12580401</a>	KINGS III OF AMERICA, INC 751 CANYON DR., STE. 100, , COPPELL, TX, 93857-3857	(972) 462-0611 Ext:256	
<a href="#">12114301</a>	KRISKEN ELECTRONICS CORPORATIO 17432 DEVONSHIRE ST., , NORTHRIDGE, CA, 51545-1545	(818) 360-3107 Ext:202	
<a href="#">11496701</a>	L.A. ELECTRICOM 23239 VALLEY CIRCLE BLVD., , CHATSWORTH, CA, 16453-6453	(818) 884-4900	
<a href="#">12087201</a>	L.C.WIRING,INC. 2505 N. SPURGEON ST., , SANTA ANA, CA, 61730-1730	(714) 685-3970	
<a href="#">10997401</a>	LOMA INTERNATIONAL, INC. 946 LOMA DR., , HERMOSA BEACH, CA, 44242-4242	(310) 374-4461	
<a href="#">12161801</a>	NEXUS IS, INC. 27202 TURNBERRY LN., , VALENCIA, CA, 51022-1022	(661) 775-2819 Ext:2819	
<a href="#">05273801</a>	NORTEL NETWORK 2141 ROSECRANS AVE., STE. 1100, , EL SEGUNDO, CA, 54776-4776	(310) 216-3222	
<a href="#">01013701</a>	NORTH SUPPLY COMPANY 600 NEW CENTURY PKWY., , NEW CENTURY, KS, 11101-1101	(913) 791-7000	
<a href="#">10301101</a>	NORTHERN OFFICE WORKS 417 S. ASSOCIATED RD., , BREA, CA, 15802-5802	(877) 532-4669	
<a href="#">05709701</a>	OPTUS, INC 3423 ONE PL., , JONESBORO, AR, 49335-9335	(870) 974-7766	
<a href="#">13359801</a>	PAMELA A GOODRICH 1215 S BEACH BLVD STE 107, , ANAHEIM, CA, 92804	(714) 999-2868	
<a href="#">06349701</a>	PROFESSIONAL TELECOMMUNICATION 333 SUNSET AVE., STE. 188, , SUISUN CITY, CA, 52074-2074	(707) 428-1189	
<a href="#">13032301</a>	ROCKEFELLER GROUPRGTS 2229 4TH STREET, , SANTA MONICA, CA, 90405	(310) 895-7435	
<a href="#">11095801</a>	SAGE DESIGNS, INC. 150 SHORELINE HWY., STE. 8A, , MILL VALLEY, CA, 13634-3634	(415) 331-8826	



## ATTACHMENT 2

### PAY PHONE SERVICES EMAIL NOTIFICATION LIST

<a href="#">51754113</a>	SBC - PACIFIC BELL 1010 WILSHIRE BLVD., , LOS ANGELES, CA, 72416-2416	(213) 743-6807	
<a href="#">51378401</a>	SONANT CORPORATION 6215 FERRIS SQ., STE. 220, , SAN DIEGO, CA, 13283-3283	(858) 623-8180	
<a href="#">51134701</a>	SPRINT NORTH SUPPLY PO BOX 804414, ATTN 520035, KANSAS CITY, MO, 04414-4414	(800) 755-1950	
<a href="#">13413801</a>	THE TELEPHONE SHOP 3803 ATLANTIC AVE., , LONG BEACH, CA, 90807	(562) 426-9336	
<a href="#">12040601</a>	TWACOMM.COM, INC. 101 MAIN ST., 3RD FLOOR, HUNTINGTON BEACH, CA, 88118-8118	(714) 536-4550	
<a href="#">52967501</a>	WCI-WEITBECHT COMMUNICATIONS 926 COLORADO AVE, , SANTA MONICA, CA, 12717-2717	(310) 656-4924	
<a href="#">11642401</a>	WEB SEGMENTS, INC., DBATHE CTI GROUP 28042 AVENUE STANFORD, , VALENCIA, CA, 51157-1157	(661) 775-3200 Ext:225	
<a href="#">10878701</a>	WESCOM COMMUNICATIONS, INC. 42280 BEACON HL., STE. D7, , PALM DESERT, CA, 15168-5168	(760) 779-9393	
<a href="#">10244901</a>	WORLDCOM 30020 8TH PL. S., , FEDERAL WAY, WA, 33746-3746	(425) 820-3616	



## ATTACHMENT 3

## PAY PHONE SERVICES

FIRM INFORMATION		NAMI COMMUNICATIONS, INC.
Cultural/Ethnic Composition		
OWNERS/PARTNERS	Black/African American	2
	Hispanic/Latin American	
	Asian American	
	American Indian/Alaskan	
	All others	
	Women (included above)	
MANAGER		<b>Number</b>
	Black/African American	1
	Hispanic/Latin American	
	Asian American	
	American Indian/Alaskan	
	All others	
STAFF	Black/African American	
	Hispanic/Latin American	
	Asian American	
	American Indian/Alaskan	
	All others	
	Women (included above)	
TOTAL # OF EMPLOYEES		2
BUSINESS STRUCTURE		Corporation
COUNTY CERTIFICATION		
CBE		NO
LSBE		NO
CERTIFYING AGENCY		N/A